DOCUMENT RESUME

ED 168 791 RC 011 273

TITLE	Annual Credit and Financing Report. June 30, 1975. Bureau of Indian Affairs.
INSTITUTION	Bureau of Indian Affairs (Dept. of Interior), Washington, D.C.
PUB DATE	75
NOTE	35p.; Parts of appendix marginally legible
EDRS PRICE	MF01/PC02 Plus Postage.
DESCRIPTORS	*American Indians; Business; Capital; *Credit (Finance); *Economic Development; *Federal Aid; Federal Legislation; Financial Needs; *Financial Services; Interest; Investment; *Loan Repayment; Program Evaluation; Student Financial Aid; Tribes
IDENTIFIERS	Bureau of Indian Affairs; Federal Indian Relationship; *Indian Financing Act 1974

ABSTRACT

The Indian Financing Act of 1974 was vital legislation to Indians, previously prevented from obtaining credit from non-Indian lenders who customarily categorized Indians as poor credit risks or set interest rates prohibitively high. Problems in preparation of the administrative regulations delayed initial implementation of the Act until December 1974, and the legislation was not fully effective until March 1975. In fiscal 1975, when approximately $1 billion was needed for Indian financing of housing, industrial development, group commerical enterprises, tribal land purchase, recreational development, civic facilities, and individual loans, $38 million was appropriated for the Revolving Loan Fund, $20 million for the Loan Guaranty and Insurance Fund, and $10 million for the Indian Business Development Grant Program. The cash balance of the Revolving Loan Fund increased to $35 million, loans receivable increased to $26.4 million, and allowance for losses increased to $4 million. Loans of tribal funds and Revolving Loan Funds to tribal members, associations, and enterprises totalled $211 million and trought to a total of $140 million the loans to 64,618 individuals. Outstanding and delinquent loans decreased. Grants totalling $9.7 million and averaging $16,300 were made to individual proprietorships and partnerships, tribes, and tribal organizations to expand, establish, or acquire businesses. (SB)

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ED168791

Division of Financial Assistance

ANNUAL CREDIT REPORT

1975

Public Law 93-262
93rd Congress, S. 1341
April 12, 1974

An Act

BEST COPY AVAILABLE

88 STAT. 77

To provide for financing the economic development of Indians and Indian organizations, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That this Act may be cited as the "Indian Financing Act of 1974".

Indian Financing Act of 1974.
25 USC 1451 note.

DECLARATION OF POLICY

SEC. 2. It is hereby declared to be the policy of Congress to provide capital on a reimbursable basis to help develop and utilize Indian resources, both physical and human, to a point where the Indians will fully exercise responsibility for the utilization and management of their own resources and where they will enjoy a standard of living from their own productive efforts comparable to that enjoyed by non-Indians in neighboring communities.

25 USC 1451.

U.S. DEPARTMENT OF HEALTH
EDUCATION & WELFARE
NATIONAL INSTITUTE OF
EDUCATION

TITLE I—INDIAN REVOLVING LOAN FUND

TITLE II—LOAN GUARANTY AND INSURANCE

TITLE III—INTEREST SUBSIDIES AND ADMINISTRATIVE EXPENSES

TITLE IV—INDIAN BUSINESS GRANTS

TITLE V

SEC. 501. Concurrent with the making or guaranteeing of any loan under titles I and II and with the making of a grant under title IV of this Act, the purpose of which is to fund the development of an economic enterprise, the Secretary shall insure that the loan or grant applicant shall be provided competent management and technical assistance consistent with the nature of the enterprise being funded.

UNITED STATES DEPARTMENT OF THE INTERIOR

Bureau of Indian Affairs

RC011273

JAN 1979

ANNUAL CREDIT AND FINANCING REPORT

June 30, 1975

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ANNUAL CREDIT AND FINANCING REPORT

1975

General Introduction

"Indian credit and capital resources needed in order that Indians can develop their own resources and begin and operate their own small businesses has been completely inadequate. As a result, Indians have been dependent upon private, non-Indian lenders. However, these sources of credit often have categorized Indians as poor credit risks for reasons often beyond the Indians' control. When private credit has been available to Indians, it was often at interest rates so high as to make the loan prohibitive." This statement made by Commissioner Thompson explains the reasons why the Indian Financing Act of 1974 was so vital to the Indians in their efforts to make their reservation communities more viable.

The Act authorized $50,000,000 to be appropriated for the Revolving Loan Fund, $20,000,000 for the Loan Guaranty and Insurance Fund, and $10,000,000 for the Indian Business Development Grant Program. Although the full funding of $80,000,000 was requested, only $68,000,000 was appropriated with the Revolving Loan Fund being reduced to $38,000,000.

The Bureau encountered delays in preparation of the regulations for the administration of the Indian Financing Act. As a result of this, the regulations for the Indian Business Development Grant Program were published and made effective on December 27, 1974; the regulations for the Revolving Loan Fund were published and made effective on January 23, 1975;

and the regulations for the Loan Guaranty and Insurance Fund were published and made effective on March 19, 1975. However, with advance planning of the Areas, it was possible to utilize the fiscal year funding for the grant program, before the end of the fiscal year.

As of June 30, 1975, financing of Indians by the BIA and various tribes' own funds totaled $208.6 million. The total financing outstanding by the BIA was $36.5 million while tribal funds loaned and invested totaled $172.0. This financing has been supplemented through loans and grants for economic and social development by other Federal agencies.

REVOLVING FUND FOR LOANS

The BIA credit program is administrated through the Revolving Fund for loans which is a consolidation of the four separate funds as the result of the Indian Financing Act. The authorizations and appropriations made are summarized as follows:

	Authorized	Appropriated	Administrative Expenses	Appropriation Available
Revolving Loan Fund	$77,000,000	$61,799,600	$4,073,940	$57,725,660
Expert Assistance	2,700,000	2,700,000	----------	2,700,000
Total	$79,700,000	$64,499,600	$4,073,940	$60,425,660

The Expert Assistance fund is for the purpose of assisting tribes in obtaining expert witnesses necessary for the preparation and trial of claims against the United States Government pending before the Indian Claims Commission.

The status of the Revolving Fund as of June 30, 1975, is as follows:

	General Fund	Expert Assistance	Total
Unallotted Commitments	$13,340,156	$1,212,167	$14,552,323
Applications Authorized	20,334,951	---	20,334,951
Total Advances Scheduled	33,675,107	1,212,167	34,887,274
Less:			
Cash Available	33,831,647	1,173,329	35,004,976
Uncommitted or (Shortage)	$ 156,540	$ (38,838)	$ 117,702

Bureau assisted bank loan - Anadarko Agency

The comparative financial statement for the Revolving Fund is as follows:

REVOLVING LOAN FUND

COMPARATIVE FINANCIAL STATEMENT

	June 30, 1975		June 30, 1974	
ASSETS				
Cash				
General Fund	$ 33,998,997		$ 1,502,404	
Oklahoma Fund	-0-		45,996	
Navajo-Hopi Fund	-0-		1,056,423	
Expert Assistance Fund	1,233,894		1,754,159	
Total		$35,232,891		$ 4,358,982
Loans in Process				
General Fund	167,350			
Expert Assistance Fund	60,565			
		227 915		
Loans Receivable				
General Fund	34,944,613		25,031,117	
Oklahoma Fund	-0-		1,969,225	
Navajo-Hopi Fund	-0-		540,500	
Expert Assistance Fund	1,547,367		1,027,102	
	36,491,980		28,567,944	
Less: Allowance for Losses	4,075,514	32,416,466	2,240,863	26,327,081
Accrued Interest Receivable		2,781,755		2,326,387
Total Assets		70,431,112		33,012,450
CAPITAL AND SURPLUS				
Capital - Appropriated Funds				
General Fund	61,799,600		19,999,600	
Oklahoma Fund	-0-		2,000,000	
Navajo-Hopi Fund	-0-		1,800,000	
Expert Assistance Fund	2,700,000		2,700,000	
Total		64,499,600		26,499,600
Less: Administrative Expenses				
General Fund			3,093,902	
Oklahoma Fund			612,774	
Navajo-Hopi Fund		4,073,940	367,264	4,073,340
		60,425,660		22,425,660
Plus: Livestock settlements		2,785,208		2,783,109
Surplus				
Interest Earned	14,752,015		13,498,801	
Less: Cancellations				
Principal	2,831,921		2,831,921	
Interest	622,336		622,336	
Allowances for Losses	4,075,514	7,222,244	2,240,863	7,803,681
Total Capital and Surplus		$70,431,112		$33,012,450

The cash balance increased from $3,299,889 in 1973, to $4,358,982 in 1974, and to $35,004,976 in 1975. This is reflected in the following:

Cash Balance - 6-30-73		$ 3,299,890
1974 Activities		
Principal Repayments	1,478,716	
Interest Payments	923,676	
		2,402,392
Additional Appropriation		900,000
Total Available for Loans		6,602,282
Amount Loaned		2,243,300
Cash Balance - 6-30-74		$ 4,358,982
1975 Activities		
Principal Repayments	$ 998,014	
Interest Payments	797,846	
Livestock Settlements	99	
		1,795,959
Additional Appropriation		38,000,000
Total Available for Loans		44,154,941
Amount Loaned		9,149,965
Cash Balance - 6-30-75		$35,004,976

The loans receivable increased from $27,802,938 in 1973, to $28,567,458 in 1974, and to $36,481,593 in 1975. This is reflected in the following:

Loans Receivable - 6-30-73	$27,802,938
1974 Activities	
Loans Made	2,243,300
	30,046,238
Principal Repaid	1,478,780
Loans Receivable - 6-30-74	28,567,458
1975 Activities	
Loans Made	8,922,051
	37,489,509
Principal Repaid	1,007,916
Loans Receivable - 6-30-75	$36,481,593

The five year record of repayments of principal is as follows:

Principal Amount	Advanced	Paid	Cancelled	Unpaid Balance	Delinquent
1971	$72,248,576	$41,990,687	$2,596,842	$27,661,046	$1,759,823
1972	73,343,791	42,905,363	2,596,842	27,841,586	2,077,533
1973	74,743,982	44,109,123	2,831,921	27,802,938	2,042,557
1974	76,987,282	45,587,903	2,831,921	28,567,458	1,891,438
1975	85,909,333	46,595,819	2,831,921	36,481,593	1,577,759
Percentage					
1971	100.00	58.12	3.59	38.29	6.36
1972	100.00	58.50	3.54	37.96	7.46
1973	100.00	59.05	3.79	37.17	7.35
1974	100.00	59.21	3.68	37.11	5.92
1975	100.00	54.24	3.30	42.47	4.32

The record of interest payments over the last five years is as follows:

Interest Amount	Accrued	Paid	Cancelled	Unpaid Balance	Unpaid Not Due	Delinquent
1971	$10,077,222	$8,102,675	570,248	1,404,298	1,026,823	377,476
1972	11,194,661	8,789,793	570,248	1,821,311	1,226,061	608,559
1973	12,322,984	9,626,544	622,336	2,074,104	1,427,122	646,982
1974	13,504,696	10,555,973	622,336	2,320,492	2,293,332	1,033,055
1975	14,773,718	11,369,627	622,336	2,781,755	1,261,774	1,519,981

The loans receivable bore interest at the following rates:

Non-interest bearing	$ 495,884
1 percent	88,852
2 percent	5,256,812
3 percent	3,316,952
4 percent	657,485
4-1/4-4-3/4 percent	2,857,055
5 percent	3,878,619
5-1/4 percent	10,983,813
7 percent	1,123,085
7-3/4 percent	288,600
7-7/8 percent	2,621,781
8-1/8 percent	248,173
8-1/4 percent	1,755,000
8-3/8 percent	2,266,494
8-1/2 percent	482,697
8-5/8 percent	70,293
8-7/8 percent	90,000
	$36,481,593

The allowance for losses increased from $2,240,863 in 1974 to $4,075,514 in 1975. The following is the breakdown by Areas:

	1974	1975
Aberdeen	$ 32,130	$ 44,575
Albuquerque	27,411	37,326
Anadarko	47,320	50,512
Billings	33,310	72,034
Juneau	1,717,727	3,492,472
Minneapolis	8,810	14,305
Muskogee	155,537	149,681
Navajo	1,250	675
Phoenix	27,294	32,952
Portland	23,325	25,907
Eastern	166,749	155,075
	$2,240,863	$4,075,514

The following is a summary of estimated Indian financing needs by purpose:

	AMOUNTS
Housing (other than loans to individuals, i.e., housing enterprises; apartments; rentals; group participation)	$ 24,732,500
Financing of industrial development and group commercial enterprises	274,362,490
Financing of recreational development	68,825,500
Financing of utility systems, transportation terminals, community buildings, civic facilities, and other governmental purposes for which tax-exempt bonds may be issued	136,04,305
Financing of group arts and crafts enterprise	1,844,000
Loans to individuals (Unallotted Commitments and Applications Authorized)	12,289,509

Loans to individuals (Estimated Financing Needs)		$ 496,790,575
Land	$ 89,202,700	
Agriculture	115,111,900	
Non-agriculture	26,096,900	
Housing	145,548,000	
Small Business	46,491,300	
Education	6,340,600	
Other	67,999,175	
Tribal Land Purchase		103,829,000
Expert Assistance		1,185,845
Total Financing Needs		$1,119,903,724

TRIBAL FUNDS

The amount of tribal funds used for financing economic development of tribes and their members has continued to increase during the past ten years--from $57.6 million in 1966 to $172.0 million in 1975. The $172.0 million consists of the following:

FUNDS OF INDIAN ORGANIZATIONS

Area	Relending	Invested Enterprises	Retained Earnings - Relending & Enterprises	Stockholders Equity Cooperatives	Total
Aberdeen	$ 433,327	$ 1,053,785	$ 2,931,789	$ -	$ 4,418,901
Albuquerque	1,068,988	-	174,157	-	1,243,145
Anadarko	5,334	16,400	49,101	-	70,835
Billings	8,999,016	2,455,504	6,188,124	98,551	17,741,195
Juneau	148,603	863,397	19,249,319	14,310	20,275,629
Minneapolis	241,139	327,293	82,076	-	650,508
Muskogee	450,000	-	430,514	-	1,337,143
Navajo	2,397,724	46,511,114	14,518,648	456,629	63,534,139
Phoenix	449,037	8,918,909	13,784,206	106,653	24,800,166

Area	Relending	Invested Enterprises	Retained Earnings - Relending & Enterprises	Stockholders Equity Cooperatives	Total
Portland	$23,773,429	$ 2,086,152	$ 7,482,387	$ 1,648,014	$ 33,341,968
Sacramento	1,267,600	-	92,676	-	1,360,276
Eastern	939,663	2,624,399	(343,064)	-	3,220,998
Total	$40,173,860	$64,856,953	$64,639,933	$ 2,324,157	$171,994,903

Credit and financing operations of some tribes are conducted entirely with tribal funds, i.e., their own funds are used to make loans to members, and to finance tribal industrial, commercial, and agricultural enterprises. Other tribes with limited funds available use those funds to supplement revolving funds borrowed from the United States.

USE MADE OF TRIBAL & REVOLVING FUNDS

Loans are made by the United States to tribes and bands to enable them to make loans to their members and associations of members, and to finance tribal enterprises. Tribal funds may be used for the same purposes. Indian credit associations may receive loans of revolving funds from the the United States for relending to their members. Both revolving funds and tribal funds in the hands of organizations revolve, i.e., repayments on loans and interest earnings may be used for additional loans.

At the close of Fiscal Year 1975, the following loans had been made as compared with 1974:

	1974	1975
By Tribes		
To Individual Indians	$111,032,202	$122,992,584
To Cooperatives	1,467,835	1,467,835
To Enterprises	65,602,799	67,802,635
Total	$178,102,836	$192,263,054
By Credit Associations		
To Individual Indians	$ 8,577,053	$ 9,195,500
By United States		
To Individual Indians	$ 7,724,063	$ 8,162,173
To Cooperatives	1,953,050	1,953,050
Total	9,677,113	10,115,223
Grand Total	$196,357,002	$211,573,777

A comparison of loans made during Fiscal Years 1974 and 1975 follows:

	1974	1975
To Individual Indians	$ 11,786,859	$ 13,016,939
To Cooperatives	100,000	-
To Enterprises	3,239,930	2,199,836
Total	$ 15,126,789	$ 15,216,775

A total of 64,618 loans for $140,350,257 had been made to individuals at the end of Fiscal Year 1975 as compared with a total of 61,941 for $127,333,318 at the end of Fiscal Year 1974, an increase of 2,677 loans in the amount of $13,016,939.

The loans receivable increased from $32,910,914 in 1973, to $38,543,635 in 1974, and to $44,732,753 in 1975. This is reflected in the following:

Loans Receivable 6-30-73		$32,910,914
1974 Activities		
Loans Made		11,786,858
		44,697,772
Payments Made	$6,045,724	
Principal Cancelled	108,413	6,154,137
Loans Receivable 6-30-74		38,543,635
1975 Activities		
Loans Made		13,016,939
		51,560,574
Payments Made	6,806,026	
Principal Cancelled	21,795	6,827,821
Loans Receivable 6-30-75		$44,732,753

The loans receivable at the end of Fiscal Years 1974 and 1975 are distributed as follows:

	1974	1975
Corporations and Tribes	$34,922,838	$40,472,698
Credit Associations	2,346,480	2,639,217
Direct Loans	1,274,317	1,620,838
Total	$38,543,635	$44,732,753

The total loans made to individuals during Fiscal Years 1974 and 1975 by Areas is as follows:

	1974		1975	
	No. Made	Amount	No. Made	Amount
Aberdeen	284	$ 351,743	209	$ 517,064
Albuquerque	125	357,047	119	547,564
Anadarko	49	24,625	45	23,530
Billings	630	4,249,603	439	3,691,696
Juneau	12	308,788	9	234,433
Minneapolis	40	91,551	48	143,994
Muskogee	53	422,248	55	520,032
Navajo	121	615,783	133	917,337
Phoenix	22	289,170	30	485,045
Portland	1,182	4,501,447	1,467	5,533,381
Sacramento	180	497,822	96	283,831
Eastern	8	77,031	27	119,032
Total	2,706	$11,786,858	2,677	$13,016,939

The five-year record of repayments, both principal and interest is as follows:

Principal

Year	Advanced	Paid	Cancelled	Balance	Delinquent
1971	$ 96,561,348	$67,917,673	$1,894,236	$26,749,439	$3,417,745
1972	105,058,780	73,491,390	1,986,583	29,580,807	3,792,269
1973	118,704,963	80,535,317	2,100,229	36,069,417	3,530,296
1974	127,333,318	86,581,041	2,208,642	38,543,635	4,253,872
1975	140,350,257	93,387,068	2,230,436	44,732,753	4,747,628

Percentage

Year	Advanced	Paid	Cancelled	Balance	Delinquent
1971	100.00	70.34	1.96	27.70	12.78
1972	100.00	69.95	1.89	28.16	12.82
1973	100.00	67.84	1.77	30.39	9.79
1974	100.00	68.00	1.73	30.27	11.04
1975	100.00	66.34	1.57	32.09	10.61

Interest

Year	Accrued	Paid	Cancelled	Balance	Delinquent
1971	$ 10,713,905	$ 9,778,805	$ 150,096	$ 785,004	$ 384,062
1972	12,176,901	11,053,432	151,196	972,273	441,001
1973	14,823,163	13,621,120	173,945	1,028,098	542,684
1974	15,434,815	14,253,574	184,428	996,813	669,580
1975	17,645,771	16,259,963	184,571	1,201,237	765,523

An additional 37 educational loans totaling $4,619 were made for educational purposes in 1975 compared with 44 totaling $47,512 in 1974. There were 486 loans of $454,974 outstanding compared with 503 of $477,183 in 1974, or a reduction of $22,209. Of the outstanding loans, 179 were delinquent in payments totaling $110,309, or 24 percent. This compares with 200 totaling $126,395 in 1974.

There were no new advances made to Cooperatives during 1975. The activity

during Fiscal Years 1974 and 1975 consists of the following:

Loans Receivable 6-30-73	$1,164,312
1974 Activities	
Loans Made	100,000
	1,264,312
Payments Made	84,708
Loans Receivable 6-30-74	1,179,604
1975 Activities	
Payments	8,681
Loans Receivable 6-30-75	$1,170,923

Of the $1,170,923 unpaid balance, $155,818 was delinquent or over 13 percent as compared with $122,662 or over 10 percent in 1974. Most Indian-owned cattle are individually owned but are operated cooperatively.

Arts and crafts products in Alaska are marketed cooperatively. Some of the Native Village stores in Alaska are organized on a cooperative basis, others on a tribal basis. Purchases for all Native stores are handled through a central cooperative purchasing association.

A comparison of loans and investments of tribal funds in tribal enterprises for 1974 and 1975 is as follows:

	1974		1975	
Total Loans & Investments		$190,652,689		$190,742,809
Repaid	$29,138,643		$30,092,551	
Charges Off	2,691,807		2,691,807	
		31,830,450		32,784,358
Total		$158,822,239		$157,958,451

The balance is composed of the following:

	1974	1975
Balance on unpaid loans	$ 33,772,349	$ 34,797,795
Tribal Funds Invested	66,596,397	64,856,953
Retained Earnings	58,453,493	58,303,703
Total	$158,822,239	$157,958,451

Indian Business Development Program
Grant
El Reno, Oklahoma

INDIAN BUSINESS DEVELOPMENT PROGRAM

The Indian Financing Act authorized $10 million to be appropriated for the Indian Business Development Program Grants for Fiscal Year 1975. The funds were appropriated in November of 1974 which left only seven months to implement the program for this fiscal year. Approval authority was delegated to the Area Directors and funds were allotted for each area. The first grants were made in January 1975.

Grants were made to various tribes, tribal organizations, and individuals to establish Indian-owned profit-making businesses on or near reservations. The businesses had to be at least 51 percent Indian-owned and contribute to the economy of a reservation either through employment of reservation Indians, or by using resources from the reservation. Grantees are required to obtain at least 60 percent of the total financing of the business from other sources and to invest their own funds or other resources into the business to the extent possible. Grants are limited to $50,000 or 40 percent of the funding needed, whichever is less.

DISTRIBUTION OF GRANTS

During the year 593 grants were made totaling $9,718,107 for an average of $16,388 per grant. Of the total grants, 496 were made for businesses located on reservations and 97 for businesses off reservations. The majority of grants, 544, were made to individual proprietorship and partnerships, with 49 grants made to tribes and tribal organizations. Table 9 of the Appendix shows statistical data and accomplishments of the program for Fiscal Year 1975.

Following is a table showing grants made by Area for on-reservation and off-reservation businesses.

AREA	ON RESERVATION		OFF RESERVATION		TOTALS	
	NO.	AMOUNT	NO.	AMOUNT	NO.	AMOUNT
ABERDEEN	81	$ 960,500	23	$ 257,343	104	$1,217,843
ALBUQUERQUE	18	491,247	-	-	18	491,247
ANADARKO	19	345,238	8	99,596	27	444,834
BILLINGS	43	768,228	4	90,295	47	858,523
EASTERN	15	372,510	3	79,400	18	451,910
JUNEAU	29	769,979	7	130,793	36	900,772
MINNEAPOLIS	57	488,227	12	152,479	69	640,706
MUSKOGEE	58	948,847	-	-	58	948,847
NAVAJO	24	550,695	16	486,905	40	1,037,600
PHOENIX	76	1,213,903	11	144,200	87	1,358,103
PORTLAND	66	827,232	8	82,330	74	909,562
SACRAMENTO	10	345,052	5	113,108	15	458,160
TOTALS	496	$8,081,658	97	$1,636,449	593	$9,718,107

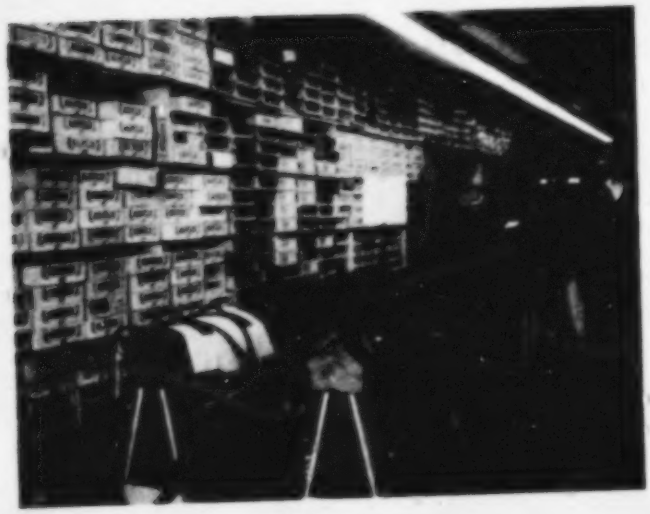
NEW, EXPANDED OR ACQUIRED BUSINESSES

Grants were made to establish new businesses and to acquire or expand existing businesses. Of the 593 grants made during Fiscal Year 1975, 242 were to establish new businesses; 289 to expand established businesses; and 62 to acquire existing businesses, the majority of which were owned by non-Indians.

The following table shows a breakdown of grants for new, expanded or acquired businesses:

Business	Tribes & Tribal Organizations		Individuals & Partnerships		Total	
New	21	$ 666,743	221	$3,103,017	242	$3,769,760
Expanded	28	800,478	261	3,809,017	289	4,609,495
Acquired	-	-	62	1,338,852	62	1,338,852
	49	$1,467,221	544	8,250,886	593	9,718,107

Blackfeet Reservation



Western Wear
Indian Business Development
Program Grant

Indian Business Development Program
Talihina Agency
Grocery Store and Service Station

Indian Business Development
Program Grant
Flathead Reservation
Log Home Manufacture

APPENDIX

Table	1	Scheduled Repayments of Loans to United States
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Commercial Fishing Enterprise - Western Washington Agency
Indian Business Development Program Grant

Table 1 - Scheduled Repayments of Loans to United States (a)

	Corporations and Tribes	Credit Associations	Cooperatives	Individual Indians	Total
Balance Unpaid	$10,051,120	$2,227,570	$1,114,340	$1,541,194	$14,934,224
Payments in Transit	-	-	-	767	767
Payments Delinquent	1,142,586	3,053	155,818	279,408	1,580,865
Payments Due by Fiscal Years:					
1976	5,257,428	75,365	71,195	210,166(b)	5,614,154
1977	1,840,795	109,865	27,389	210,166(b)	2,188,215
1978	1,777,226	194,365	29,638	210,166(b)	2,211,395
1979	1,790,501	224,365	30,000	210,166(b)	2,255,012
1980	1,817,297	239,365	31,000	210,166(b)	2,297,828
After 1980	16,425,289	1,381,192	749,300	210,189(b)	18,765,970

(a) Exclusive of expert assistance $1,547,767
(b) Estimated

Indian Business Development
Program Grant
Ketchikan, Alaska

Table 2 - Interest Rates - Fiscal Year 1975

Area	Unpaid	Non-Interest Bearing	1%	2%	3%	4%	4-1/2 to 4-3/4%	5%	5-1/2%	7%
Aberdeen	$ 5,525,707	$ -	$ -	$1,388,891	$ 921,371	$ -	$ -	$ 916,903	$ 1,038,542	$ 250,000
Albuquerque	3,354,443	-	-	-	2,007	34,287	76,420	100,264	2,729,476	173,311
Anadarko	352,957	-	1,457	-	42,765	92,626	-	10,767	205,347	-
Billings	6,336,698	-	-	1,291,550	890,000	200,000	7,000	312,179	966,721	344,276
Juneau	6,805,662	493,450	12,400	581,309	26,600	-	523,507	1,614,880	3,360,516	-
Minneapolis	1,953,861	-	-	-	12,826	-	225,000	112,500	378,454	-
Muskogee	1,945,539	-	-	718,468	561,287	-	-	255,000	270,784	95,000
Navajo	135,000	-	75,000	60,000	-	-	-	-	-	-
Phoenix	5,801,894	2,434	-	557,300	496,101	31,470	1,028,620	400,000	934,769	35,500
Portland	1,983,004	-	-	270,000	364,000	22,500	-	100,000	592,903	135,000
Eastern	2,288,828	-	-	389,294	-	276,600	996,508	56,125	480,301	90,000
Total	$36,481,593	$495,884	$ 88,852	$5,256,812	$3,316,952	$657,483	$2,857,055	$3,878,619	$10,983,813	$1,123,085
PURPOSE										
Expert Assistance (Total)	$ 1,547,367	-	-	-	-	-	-	-	$ 1,547,367	-
Total Tribes (Credit Assoc. Enterprises,& Cooperatives)	$33,393,082	$495,450	$ 88,852	$5,256,812	$3,271,787	$499,100	$2,857,055	$3,866,457	$ 8,685,961	$1,040,000
Total Individuals (Direct & Ed.)	1,541,194	2,434	-	-	45,165	158,383	-	12,162	750,485	83,085
Total----	$36,481,593	$495,884	$ 88,852	$5,256,812	$3,316,952	$657,483	$2,857,055	$3,878,619	$10,983,813	$1,123,085
Annual Interest on Present Contracts	$ 1,875,737	$ -	$ 888	$ 105,136	$ 99,[illegible]	$ 26,299	$ 128,567	$ 193,931	$ 604,110	$ 78,616

Table 2 - Interest Rates - Fiscal Year 1975
Continued

Area	7-3/4%	7-7/8%	8-1/8%	8-1/4%	8-3/8%	8-1/2%	8-5/8%	8-7/8%
Aberdeen	$275,000	$ 375,000	$ 75,000	$ 185,000	$ -	$100,000	$ -	$ -
Albuquerque	-	19,791	31,108	69,500	86,494	11,997	19,793	-
Anadarko	-	-	-	-	-	-	-	-
Billings	-	985,509	129,465	1,210,000	-	-	-	-
Juneau	-	125,000	-	-	-	40,000	-	-
Minneapolis	-	1,098,481	-	-	-	36,600	-	90,000
Muskogee	-	-	-	-	-	45,000	-	-
Navajo	-	-	-	-	-	-	-	-
Phoenix	-	18,000	12,600	40,500	2,180,000	14,100	50,500	-
Portland	13,600	-	-	250,000	-	235,000	-	-
Eastern	-	-	-	-	-	-	-	-
Total	$288,600	$2,621,781	$248,173	$1,755,000	$2,266,494	$482,697	$70,293	$90,000
PURPOSE								
Expert Assistance (Total)	-	-	-	-	-	-	-	-
Total Tribes (Credit Assoc. Enterprises,& Cooperatives)	$288,600	$2,483,481	$189,877	$1,645,000	$2,180,000	$456,600	-	$90,000
Total Individuals (Direct & Ed.)	$ -	$ 138,300	$ 58,296	$ 110,000	$ 86,494	$ 26,097	$70,293	-
Total---	$288,600	$2,621,781	$248,173	$1,755,000	$2,266,494	$482,697	$70,293	$90,000
Annual Interest On Present Contracts	$ 22,366	$ 206,465	$ 20,164	$ 144,787	$ 189,819	$ 41,029	$ 6,063	$ 7,988

Table 3 - Educational Loans - June 30, 1975

	Total No. Loans (Cumulative)	Total Amount Committed (Cumulative)	Number Outstanding	Balance Unpaid	Number Delinquent	Amount Delinquent	Percent Amount Unpaid Delinquent
Grand total, all Loans	3,348	$2,284,367	486	$454,974	179	$110,309	24
Total Loans by United States	869	351,072	63	50,878	46	13,927	27
Aberdeen	356	145,248	43	15,371	42	13,383	87
Albuquerque	81	39,682	2	2,895	-	-	-
Anadarko	180	92,407	11	26,715	-	-	-
Billings	22	4,767	-	-	-	-	-
Juneau	28	7,995	-	-	-	-	-
Minneapolis	54	16,403	-	-	-	-	-
Muskogee	59	12,943	1	337	-	-	-
Navajo	26	4,470	-	-	-	-	-
Phoenix	22	10,322	6	5,560	4	544	10
Portland	20	5,750	-	-	-	-	-
Sacramento	2	5,900	-	-	-	-	-
Eastern	19	5,185	-	-	-	-	-
Total Loans by Organizations	2,479	1,933,295	423	404,097	133	96,382	24
Aberdeen	776	461,711	96	27,210	17	12,698	47
Albuquerque	18	15,872	1	159	1	159	100
Anadarko	113	59,672	2	1,200	1	450	38
Billings	666	824,740	187	284,939	59	58,735	21
Juneau	4	2,800	-	-	-	-	-
Minneapolis	76	34,885	-	-	-	-	-
Muskogee	96	47,168	4	2,950	2	750	25
Navajo	239	112,218	29	14,477	23	13,295	92
Phoenix	91	66,723	20	11,270	16	5,779	51
Portland	366	272,368	70	38,364	6	2,516	6
Sacramento	19	24,439	12	20,686	8	2,000	10
Eastern	15	10,699	2	2,840	-	-	-
Summary - Educational Loans - Ten Year Record							
June 30, 1966	2,748	1,680,382	501	375,904	323	167,893	44.66
June 30, 1967	2,781	1,713,625	446	353,954	272	163,945	46.32
June 30, 1968	2,825	1,756,371	428	335,328	237	141,891	42.31
June 30, 1969	2,903	1,850,951	440	366,570	221	133,640	36.45
June 30, 1970	3,022	1,929,084	480	419,905	242	105,824	25.20
June 30, 1971	3,183	2,053,676	567	508,335	205	114,251	22.48
June 30, 1972	3,213	2,172,446	585	488,496	182	119,832	24.53
June 30, 1973	3,267	2,232,236	566	498,124	192	136,321	27.37
June 30, 1974	3,311	2,279,748	503	477,183	200	126,395	26.49
June 30, 1975	3,348	2,284,367	486	454,974	179	110,309	24.00

Table 4 - Tribal Enterprises (a)

Area	Advanced	Repaid	Charged Off	Unpaid Balance	Tribal Funds Invested	Retained Earnings Enterprises	Current Total Amount Loaned Or Invested
Aberdeen	$ 6,129,047	$ 2,312,224	$ 834,483	$ 2,982,340	$ 1,053,785	$ 2,812,606	$ 6,848,731
Albuquerque	4,184,082	961,588	-	3,222,494	-	-	3,222,494
Anadarko	4,100	4,100	-	-	16,400	3,804	20,204
Billings	5,144,752	3,092,971	865	2,050,916	2,455,504	4,027,514	8,533,934
Juneau	22,002,987	17,314,741	1,563,210	3,125,036	863,397	19,989,848	23,978,281
Minneapolis	1,178,753	843,700	-	335,053	327,293	54,118	716,464
Muskogee	-	-	-	-	-	-	-
Navajo	680,099	643,215	-	36,884	46,511,114	13,902,259	60,450,257
Phoenix	4,853,663	2,804,150	20,877	2,028,636	8,918,909	13,038,536	23,986,081
Portland	19,191,332	302,848	20,142	18,868,342	2,086,152	4,809,912	25,764,406
Sacramento	-	-	-	-	-	3,845	3,845
Eastern	4,433,820	1,813,014	252,230	2,368,576	2,624,399	(338,730)	4,654,246
Total	$67,802,635	$30,092,551	$2,691,807	$35,018,277	$64,856,953	$58,303,707	$158,178,933

(a) Includes tribal loans and investments to attract industries

Table 5 - Loans and Investments by Indian Organizations and Loans to Individual Indians and Cooperatives by the United States, by Areas

AREA	INDIVIDUALS			COOPERATIVES		ENTERPRISES		TOTAL OUTSTANDING IN AREA	TOTAL DELINQUENT
	UNPAID BALANCE		CASH LOANS DELINQUENT & IN PROCESS OF LIQUIDATION	UNPAID BALANCE	DELINQUENT & IN PROCESS OF LIQUIDATION	LOAN TO & INVESTED IN	DELINQUENT		
	CASH	IN-KIND							
Aberdeen	$ 1,958,130	$ -	$ 346,087	$ -	$ -	$ 6,848,731	$ 25,555	$ 8,806,861	$ 371,642
Albuquerque	1,461,750	-	63,920	-	-	3,002,012	4,835	4,463,762	68,755
Anadarko	318,345	-	79,334	18,099	18,099	20,204	-	356,648	97,433
Billings	13,417,477	-	1,551,951	2,179	-	8,533,934	-	21,953,590	1,551,951
Juneau	2,469,065	-	760,977	1,045,092	88,749	23,978,281	502,915	27,492,438	1,352,641
Minneapolis	570,958	-	88,001	44,978	22,683	716,464	13,786	1,332,400	124,470
Muskogee	2,489,086	17,760	330,168	26,287	26,287	-	-	2,533,133	356,455
Navajo	2,996,638	-	285,201	33,288	-	60,450,257	176	63,481,183	285,377
Phoenix	2,528,014	195	172,417	-	-	23,986,081	15,886	26,514,290	188,303
Portland	14,680,813	-	910,204	-	-	25,764,406	-	40,445,219	910,204
Sacramento	1,242,588	-	151,574	-	-	3,845	-	1,246,433	151,574
Eastern	599,889	-	7,789	-	-	4,654,236	282,118	5,254,125	289,907
Total	$44,732,753	$17,955	$4,747,628	$1,170,923	$155,818	$157,958,451	$845,231	$208,880,082	$5,748,677

Table 6 - Purpose of Loans to Individuals (Annual Dollar Value)

Year	AGRICULTURE		Business Enterprises	Consumers Credit	Education	Fisheries
	Farming	Livestock				
1974	$ 640,461	$1,240,435	$1,180,982	$1,612,072	$61,987	$247,504
1975	1,282,157	1,158,088	3,483,080	1,725,228	61,249	198,416

Year	Land	HOUSING			Refinancing	Total
		New Construction and Purchase	Repairs and Modernization	Mobile Home & Trailer Purchase		
1974	$1,209,775	$3,060,844	$619,890	$1,325,621	$ 835,610	$12,041,181
1975	892,290	3,529,229	726,924	1,045,289	1,213,599	15,345,572

Table 7 - Livestock Loans Repayable "in-kind" to Indian Organizations

	NUMBER UNPAID	
	1974	1975
Muskogee	222.0	222.0
Phoenix	3.0	3.0
Total	225.0	225.0

Table 8 - Summary of Financing through Bureau - Comparative Record

Year	Programs in Process of Liquidation		Active Programs		Total
	Reimbursable	Livestock	Funds of Indian Organizations	Loans Revolving Fund	
1966	$13,372	$19,463	$57,596,190	$24,239,173	$81,868,198
1967	13,136	19,463	81,736,553	25,655,319	107,424,471
1968	13,136	19,460	92,294,946	25,179,419	117,505,961
1969	777	18,785	105,094,890	25,227,575	130,342,027
1970	741	19,384	117,701,670	25,737,231	143,459,026
1971	694	19,384	117,683,847	27,661,046	145,364,971
1972	658	19,384	132,017,599	27,841,586	159,879,227
1973	69	19,384	146,946,820	27,802,938	174,769,211
1974	69	19,384	174,514,739	28,567,458	203,101,650
1975	69	19,384	172,074,547	36,481,593	208,575,593

TABLE 9 - INDIAN BUSINESS DEVELOPMENT PROGRAM - STATISTICAL DATA - GRAND TOTALS - FISCAL YEAR 1975

	ABERDEEN		ALBUQUERQUE		ANADARKO	
	TRIBES	INDIVIDUALS	TRIBES	INDIVIDUALS	TRIBES	INDIVIDUALS
Number of Grants	4	100	3	15	1	26
Amount of Grants	78,693	1,139,149.92	150,000	341,247	48,666	396,168.24
Additional Capital Generated	228,808	3,806,601.00	6,069,951	804,671	83,000	1,034,737.00
a) Applicant	41,500	1,107,772.40	118,551	327,990	10,000	195,802.00
b) Other Source	187,308	2,698,828.97	5,951,400	476,671	73,000	838,935.09
Jobs Created or Sustained	44	366	99	90	52	166
Total Payroll	151,850	1,473,767.00	490,830	432,178	39,200	422,771.00
a) Indian	139,350	1,360,901.00	460,830	348,858	39,200	253,644.00
b) Non-Indian	12,500	112,866.00	30,000	83,320	-0-	169,127.00
Ratio-additional Capital-Grants	2.9:1	3.3:1	40.4:1	2.4:1	1.7:1	2.6:1
Ratio-capital from other sources to Grant Funds	2.4:1	2.4:1	39.7:1	1.4:1	1.5:1	2.1:1
Grant funds per job	1,788	3,112.00	1,515	3,792	936	2,387.00
Average grant	19,673	11,391.00	50,000	22,750	48,666	15,237.00

CONTINUED--TABLE 9 - INDIAN BUSINESS DEVELOPMENT PROGRAM - STATISTICAL DATA - GRAND TOTALS - FISCAL YEAR 1975

	BILLINGS		JUNEAU		MINNEAPOLIS	
	TRIBES	INDIVIDUALS	TRIBES	INDIVIDUALS	TRIBES	INDIVIDUALS
Number of Grants	2	45	6	30	11	58
Amount of Grants	100,000	758,522.95	166,092	734,680	218,650	422,056.04
Additional Capital Generated	703,740	1,338,240.00	720,670	2,227,187	4,584,376	765,750.00
a) Applicant	250,000	135,054.90	125,355.58	562,939	81,900	86,348.50
b) Other Source	453,740	1,203,185.04	595,314	1,664,248	4,502,476	679,401.23
Jobs Created or Sustained	64	218	117	251	248	194
Total Payroll	468,596	864,038.00	172,127.00	1,027,736.49	1,338,988	991,172.80
a) Indian	468,596	751,818.00	149,127.00	868,716.37	1,312,588	933,885.80
b) Non-Indian	-0-	112,220.00	23,000.00	159,020.12	26,400	57,287.00
Ratio-additional Capital-Grants	7:1	1.8:1	4.3:1	3:1	20.9:1	1.8:1
Ratio-capital from other sources to Grant funds	4.5:1	1.6:1	3.6:1	2.3:1	20.6:1	1.6:1
Grant funds per job	1,562	3,479.00	1,420.00	2,927.00	982	2,176.00
Average grant	50,000	16,856.00	27,682.00	19,334.00	19,877	7,277.00

CONTINUED--TABLE 9 - INDIAN BUSINESS DEVELOPMENT PROGRAM - STATISTICAL DATA - GRAND TOTALS - FISCAL YEAR 1975

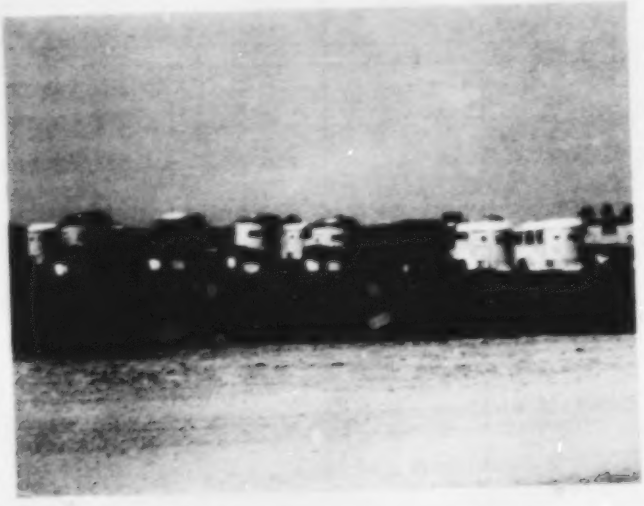
	MUSKOGEE		NAVAJO		PHOENIX	
	TRIBES	INDIVIDUALS	TRIBES	INDIVIDUALS	TRIBES	INDIVIDUALS
Number of Grants	1	57	7	33	5	82
Amount of Grants	50,000	898,846.93	169,600.00	868,000.00	197,120	1,160,983.20
Additional Capital Generated	100,000	1,981,470.00	1,531,484.00	1,671,047.00	6,408,081	3,587,721.00
a) Applicant	5,000	499,706.00	900,255.00	374,420.01	1,977,401	1,343,743.00
b) Other Source	95,000	1,481,763.88	631,229.00	1,296,627.00	4,430,680	2,243,977.70
Jobs Created or Sustained	80	306	245	341	62	255
Total Payroll	218,400	1,723,113.43	938,755.00	2,535,162.00	307,840.00	820,007.86
a) Indian	174,720	1,381,039.91	938,755.00	2,432,958.00	211,340.00	681,171.86
b) Non-Indian	43,680	342,073.52	-0-	102,204.00	96,500.00	138,836.00
Ratio-additional Capital-Grants	2:1	2.2:1	9:1	1.9:1	32.5:1	3.1:1
Ratio-Capital from other sources to Grant Funds	1.9:1	1.65:1	3.7:1	1.5:1	22.5:1	1.9:1
Grant funds per job	625	2,937.00	692.00	2,545	3,179.00	4,553.00
Average grant	50,000	15,769.00	24,229.00	26,303.00	39,424.00	14,158.00

CONTINUED--TABLE 9 - INDIAN BUSINESS DEVELOPMENT PROGRAM - STATISTICAL DATA - GRAND TOTALS - FISCAL YEAR 1975

	PORTLAND		SACRAMENTO		EASTERN	
	TRIBES	INDIVIDUALS	TRIBES	INDIVIDUALS	TIRBES	INDIVIDUALS
Number of Grants	6	68	1	14	2	16
Amount of Grants	178,800	730,762.20	50,000	408,160	59,600	392,310.00
Additional Capital Generated	836,850	2,217,345.00	1,295,000	1,283,279	129,767	733,949.00
a) Applicant	398,000	1,054,899.56	1,200,000	485,100	8,775	169,325.00
b) Other Source	438,850	1,162,445.00	95,000	798,179	120,992	564,624.00
Jobs Created or Sustained	71	233	7	53	6	113
Total Payroll	374,443	965,106.00	47,500	601,710.28	34,960	501,079.00
a) Indian	309,443	771,046.00	35,500	548,346.28	34,960	311,919.00
b) Non-Indian	65,000	194,060.00	12,000	53,364	-0-	189,160.00
Ratio-additional Capital-Grants	4.7:1	3:1	25.9:1	3.1:1	2.2:1	1.9:1
Ratio-capital from other sources to Grant funds	2.5:1	1.6:1	1.9:1	1.96:1	2:1	1.4:1
Grant funds per job	2,518	3,136	7,143	7,701	9,933	3,472.00
Average grant	29,800	10,746	50,000	29,154	29,800	24,519.00

CONTINUED - Table 9 - Indian Business Development Program - Statistical Data - Grand Totals - Fiscal Year 1975

	TRIBES	INDIVIDUALS	TOTALS
Number of Grants	49	544	593
Amount of Grants	1,467,221	8,250,886	9,718,107
Additional Capital Generated	22,691,727	21,451,987	44,143,714
a) Applicant	5,116,737	6,343,100	11,459,837
b) Other Source	17,574,989	15,108,886	32,683,875
Jobs Created or Sustained	1,095	2,586	3,681
Total Payroll	4,583,489	12,357,842	16,491,331
a) Indian	4,274,409	10,644,304	14,918,713
b) Non-Indian	309,080	1,713,538	2,022,618
Ratio-Additional Capital-Grants	15.5:1	2.6:1	4.5:1
Ratio-Capital from other sources to Grant funds	12:1	1.8:1	3.4:1
Grant funds per job	1,340	3,191	2,640
Average Grant	29,943	15,167	16,388



Indian Business Development Program
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